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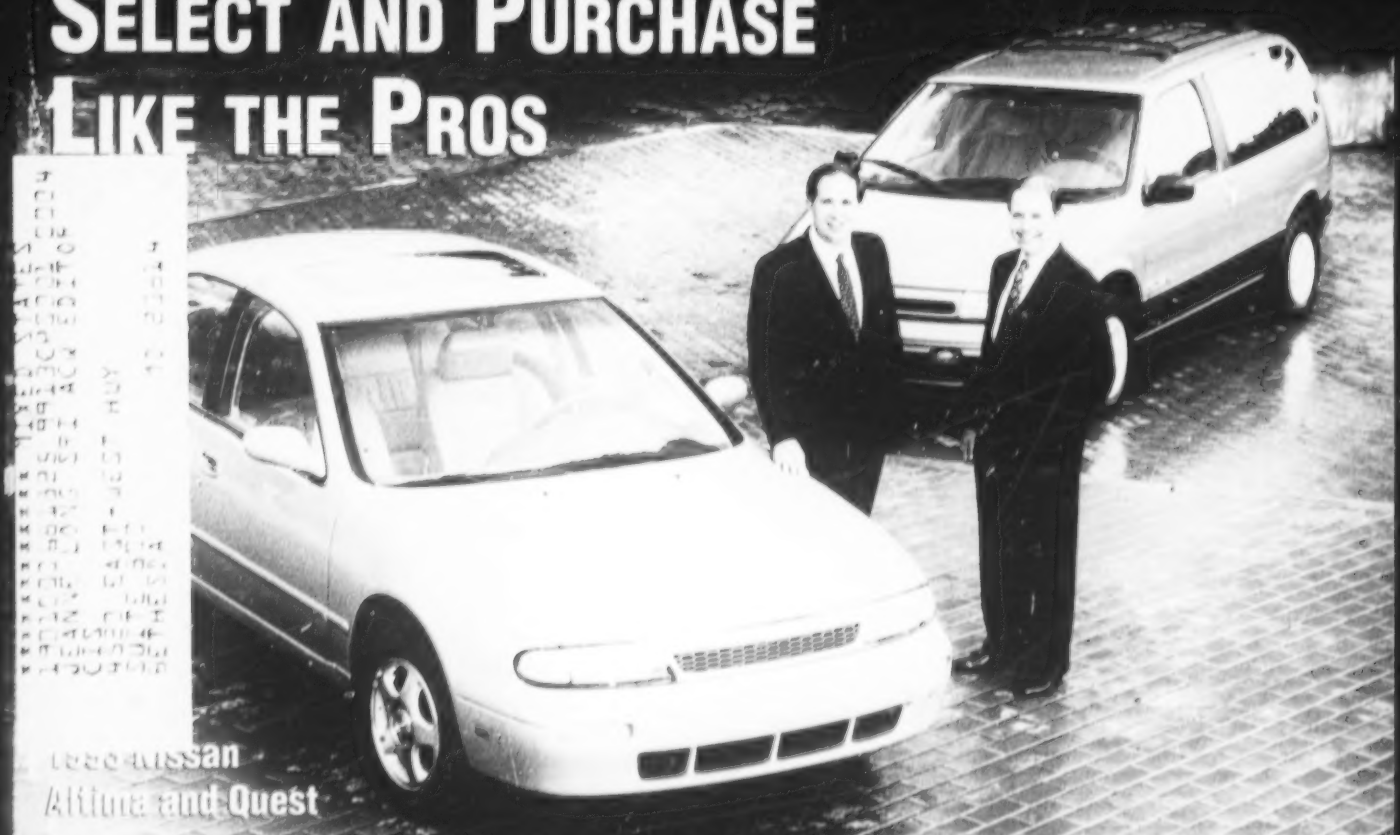
June 1992

automotive FLEET

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

SELECT AND PURCHASE LIKE THE PROS



Nissan Altima and Quest

Charting Optimum Car Cycles

Truck Replacement Planning

Analyzing Depreciation Reports

New IRS Reimbursement Regs

Managing Cellular Costs

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CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

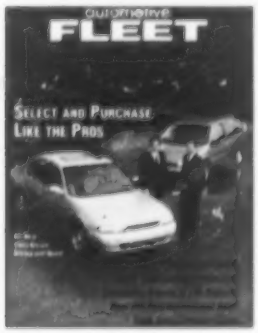
BOBIT PUBLISHING

June 1992
VOL. 31, NO. 8

Influencing the management of 5,072,000 cars and 2,209,000 light trucks and vans in business, leasing, rental, utility, government, police, and taxi fleets.

Page 16— *With so much information to analyze, the selection and purchasing process can seem overwhelming. You can eliminate much of the legwork by knowing exactly what you need from a fleet vehicle.*

Page 66— *Light-duty truck replacement can either be costly, or cost effective. Making informed replacement decisions makes the difference.*



On the Cover—*Earl Hesterberg, vice president — general manager, Nissan Division (left), and Aaron Ashcraft, national fleet & leasing manager for Nissan (right), showcase the all-new 1993 Altima and Quest. For more information, see pages 12 and 40.*

Features

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Find the point of financial equilibrium between cost and performance and you define the vehicle that best fits driver needs and corporate budgeting.

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Utilizing a blanket vehicle replacement policy of either "running long" or "running short" could be costing your fleet extra money.

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42 **Centralized Billing Helps Fleets Manage Cellular Usage**
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58 ***Automotive Fleet*** **Honors 1991's Top Fleet Dealers at AFLA Convention**
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62 **Xerox Fleet's Integration into GE Capital: A Smooth Transition**
When GE Capital acquired LMV Leasing, Xerox's fleet became one of GE's new clients and the two companies used the opportunity to blend their quality processes.

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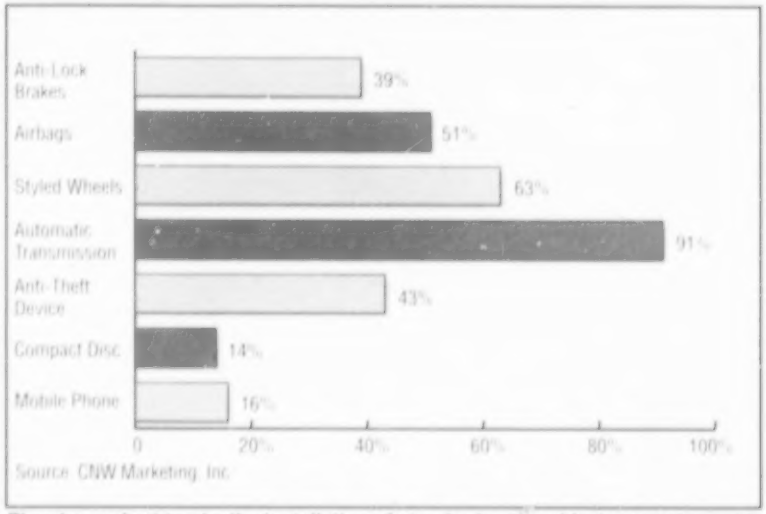
GE Capital Signs Agreement with McCaw Cellular

GE Capital Fleet Services and McCaw Cellular Communications signed an exclusive joint marketing agreement on April 2, 1992 to begin marketing cellular phone services to corporate car and truck fleets nationwide.

Under the agreement, GE Capital Fleet Services, headquartered in Eden Prairie, MN, will provide its corporate customers with various options dealing with the lease financing or purchase of cellular phones. McCaw will provide key operational features of the cellular program including phone selection and installation, national airtime access, management reporting, billing, and customer service. Data on the number of GE Capital Fleet Services' clients currently using cellular phones and the projected growth

(Continued on page 81)

Equipment Installations in Retail-Lease Vehicles (Includes Aftermarket Purchases)



The above chart tracks the installation of standard optional factory equipment in retail lease units, along with aftermarket accessories which are purchased within six months of vehicle delivery. According to CNW Marketing in Bandon, OR, two trends are apparent from this data: First, consumers are seeking to enhance off-lease vehicles' resale values and second, new-car drivers are leasing not only to lower payments, but to move up a notch or two in automotive status.

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USED-CAR PRICES

The following are average used-car prices for the period ending April 27,1992. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.

Model	Zone 1	Zone 2	Zone 3
89 BUICK SKYHAWK			
Coupe	4,827	4,877	4,762
Sedan	4,894	4,943	4,823
88 BUICK SKYHAWK			
Coupe	3,899	3,939	3,847
Sedan	3,957	3,996	3,900
91 BUICK SKYLARK			
Cust. Sedan	8,223	8,306	8,107
90 BUICK SKYLARK			
Cust. Sedan	6,684	6,752	6,592
91 BUICK CENTURY			
Cust. Sedan	9,751	9,849	9,616
90 BUICK CENTURY			
Cust. Sedan	7,134	7,207	7,033
91 BUICK LESABRE			
Cust. Sedan	11,960	12,080	11,795
90 BUICK LESABRE			
Cust. Sedan	9,366	9,460	9,235
91 CADILLAC DEVILLE			
Coupe	18,762	18,950	18,501
Sedan	18,947	19,138	18,683
90 CADILLAC DEVILLE			
Coupe	15,546	15,703	15,329
Sedan	15,705	15,862	15,485
91 CADILLAC SEVILLE			
Sedan	18,502	18,687	18,245
90 CADILLAC SEVILLE			
Sedan	15,747	15,905	15,525
91 CHEVY BERETTA			
Coupe	8,031	8,112	7,922
90 CHEVY BERETTA			
Coupe	6,641	6,707	6,546
91 CHEVY CORSICA			
LT 4 Dr	7,708	7,783	7,599
90 CHEVY CORSICA			
Hchbk. 4 Dr	6,094	6,153	6,008
91 CHEVY CAVALIER			
Sedan	6,182	6,244	6,095
90 CHEVY CAVALIER			
Sedan	4,709	4,757	4,643
89 CHEVY CELEBRITY			
Sedan	4,233	4,278	4,173
91 CHEVY CAPRICE			
Sedan	10,339	10,443	10,195
90 CHEVY CAPRICE			
Sedan	7,340	7,414	7,237
91 CHRYSLER LEBARON			
Sedan	9,170	9,262	9,041
90 CHRYSLER LEBARON			
Sedan	8,165	8,245	8,049
91 CHRYSLER NEW YORKER			
Salon Sedan	11,427	11,543	11,268
90 CHRYSLER NEW YORKER			
Sedan	9,590	9,685	9,455
89 CHRYSLER FIFTH AVENUE			
Sedan	8,013	8,095	7,901
88 CHRYSLER FIFTH AVENUE			
Sedan	6,171	6,233	6,085
89 DODGE ARIES AMERICA			
Sedan	3,887	3,925	3,833
88 DODGE ARIES AMERICA			
Sedan	3,070	3,098	3,025
90 DODGE SHADOW			
Lftbk. 5 Dr.	5,831	5,888	5,749
91 DODGE DYNASTY			
Sedan	8,707	8,794	8,584
91 FORD ESCORT			
Hchbk. 4 Dr. LX	6,319	6,383	6,231
90 FORD ESCORT			
Hchbk. 4 Dr. LX	4,767	4,815	4,698
91 FORD MUSTANG			
LX 4 Coupe	7,913	7,993	7,804
91 FORD TEMPO			
GL Sedan 4 Dr.	6,859	6,929	6,763
90 FORD TEMPO			
GL Sedan 4 Dr.	5,476	5,528	5,396
91 FORD TAURUS			
GL Sedan 4 Dr.	9,874	9,973	9,736
90 FORD TAURUS			
GL Sedan 4 Dr.	7,484	7,560	7,381
91 FORD CROWN VICTORIA			
Sedan	11,292	11,403	11,132
90 FORD CROWN VICTORIA			
Sedan	9,082	9,174	8,957
91 FORD THUNDERBIRD			
Coupe	10,454	10,560	10,307
90 FORD THUNDERBIRD			
Coupe	8,205	8,288	8,091
91 LINCOLN			
Town Car Sedan	18,407	18,592	18,150
Mark VII LSC Coupe	18,841	19,030	18,578
Continental Sedan	17,052	17,223	16,813
90 LINCOLN			
Town Car Sedan	15,744	15,900	15,522
Mark VII LSC Coupe	14,859	15,008	14,650
Continental Sedan	14,208	14,352	14,011
91 MAZDA 626			
LX Sedan 4 Dr.	10,207	10,310	10,125
91 MERCURY COUGAR			
LS Coupe	10,862	10,973	10,711
90 MERCURY COUGAR			
LS Coupe	8,943	9,032	8,816
91 MERCURY TOPAZ			
GS Sedan 4 Dr.	6,992	7,061	6,898
90 MERCURY TOPAZ			
GS Sedan 4 Dr.	5,606	5,664	5,528
91 MERCURY SABLE			
GS Sedan 4 Dr.	10,047	10,148	9,907
90 MERCURY SABLE			
GS Sedan 4 Dr.	7,581	7,657	7,474
91 MERCURY GRAND MARQUIS			
GS Sedan	11,581	11,697	11,417
90 MERCURY GRAND MARQUIS			
GS Sedan	9,672	9,767	9,574
91 MITSUBISHI MIRAGE			
Sedan 4 Dr.	6,556	6,621	6,502
90 MITSUBISHI MIRAGE			
Sedan 4 Dr.	5,530	5,585	5,485
91 NISSAN MAXIMA			
SE Sedan	15,441	15,595	15,318
90 NISSAN MAXIMA			
SE Sedan	13,605	13,742	13,497
91 NISSAN SENTRA			
Sedan 2 Dr.	6,723	6,793	6,670
90 NISSAN SENTRA			
Sedan 2 Dr.	5,874	5,932	5,827
91 NISSAN STANZA			
XE Sedan 4 Dr.	9,330	9,422	9,253
90 NISSAN STANZA			
Hchbk. 4 Dr.	8,335	8,418	8,269
91 OLDS CIERA			
S Coupe	9,664	9,761	9,528
Sedan	9,751	9,849	9,616
90 OLDS CIERA			
Coupe	7,192	7,251	7,091
Sedan	6,888	6,958	6,791
91 OLDS CALAIS			
Sedan	7,343	7,416	7,241
90 OLDS CALAIS			
Sedan	5,942	6,002	5,859
91 OLDS CUTLASS SUPREME			
Coupe	10,588	10,694	10,438
90 OLDS CUTLASS SUPREME			
Coupe	8,195	8,276	8,079
91 OLDS 98 REGENCY			
Sedan	18,832	19,018	18,569
90 OLDS 98 REGENCY			
Sedan	14,851	14,999	14,643
89 PLYMOUTH RELIANT			
Sedan	3,868	3,907	3,814
88 PLYMOUTH RELIANT			
Sedan	3,070	3,098	3,025
91 PLYMOUTH SUNDANCE			
Lftbk. 5 Dr.	6,106	6,167	6,020
90 PLYMOUTH SUNDANCE			
Lftbk. 4 Dr.	5,444	5,497	5,369
89 PLYMOUTH GRAN FURY			
Sedan	4,182	4,223	4,122
88 PLYMOUTH GRAN FURY			
Salon Sedan	3,251	3,282	3,205
91 PLYMOUTH ACCLAIM			
Sedan	7,245	7,318	7,144
91 PONTIAC SUNBIRD			
SE Coupe	7,416	7,492	7,312
LE Sedan	7,041	7,112	6,941
90 PONTIAC SUNBIRD			
SE Coupe	5,854	5,912	5,768
LE Sedan	5,649	5,705	5,571
91 PONTIAC 6000			
LE Sedan	9,368	9,461	9,238
90 PONTIAC 6000			
LE Sedan	6,894	6,963	6,796
91 PONTIAC GRAND AM			
LE Sedan	7,917	7,996	7,806
90 PONTIAC GRAND AM			
LE Sedan	6,666	6,732	6,573
91 PONTIAC BONNEVILLE			
LE Sedan	11,561	11,679	11,401
90 PONTIAC BONNEVILLE			
LE Sedan	9,143	9,234	9,015
91 PONTIAC GRAND PRIX			
Coupe	10,620	10,727	10,474
90 PONTIAC GRAND PRIX			
Coupe	8,098	8,178	7,984
91 SUBARU LEGACY			
Sedan 4 Dr.	7,734	7,814	7,673
91 TOYOTA CAMRY			
Sedan 4 Dr. Deluxe	10,794	10,903	10,710
90 TOYOTA CAMRY			
Sedan 4 Dr. Deluxe	9,040	9,129	8,966
91 TOYOTA COROLLA			
Sedan 4 Dr. Deluxe	8,122	8,204	8,056
90 TOYOTA COROLLA			
Sedan 4 Dr. Deluxe	6,491	6,556	6,439
91 TOYOTA CRESSIDA			
Lux Sedan	14,134	14,273	14,021
90 TOYOTA CRESSIDA			
Lux Sedan	12,066	12,188	11,969
90 VOLKSWAGEN JETTA			
GL Sedan 4 Dr.	7,342	7,414	7,283
89 VOLKSWAGEN JETTA			
GL Sedan 4 Dr.	4,079	4,121	4,046
91 VOLVO			
240 Sedan	14,230	14,374	14,117
90 VOLVO			
240 DL Sedan	11,257	11,368	11,106

PRODUCTS/SERVICES

SECURITY

Maxon Introduces Portable Car Alarm

The new MRAS-300 from Maxon is an over-the-window alarm that emits a piercing, 110 decibel siren for 40 seconds when activated by motion or vibration. If the disturbance

activating the alarm does not continue, the alarm automatically resets itself. A keychain remote control transmitter may be used to arm and disarm the alarm. In addition, the alarm can be set to varying degrees of sensitivity to ensure against false alarms. *Maxon.*

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PRICING SOFTWARE

Gold Book Software Offers Used-Vehicle Sales Data

The Electronic Valuation and Auction Result Software (EVA) combines calculated valuations for used vehicles using actual figures from Manheim Auctions' sales data.

The software allows fleet managers to completely customize a price for a vehicle according to make, model, year, style, options, and features. User-friendly windows display models and styles so the correct vehicle is always selected.

Mileage deductions are made automatically, as are the additions/deductions associated with convenience features, sport packages, engine options, and luxury packages. The touch of one key brings up a window displaying actual Manheim auctions' sales results for vehicles most like the one selected. *The Gold Book.*

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STORAGE TANK FUEL FILTERS

New Fuel Storage Filters Compatible with Methanol

The Facet Quantek Fuel-Gard Filter for underground storage tanks eliminates the need for multiple dispenser filters while eliminating the potential for leaks and spillage associated with filter changes. The Fuel-Gard filter's modular system is compatible with both gasoline and methanol, and may be installed on existing tanks for compliance with EPA upgrade requirements for leak detection, as well as for spill and overfill protection. *Facet Quantek.*

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GAS/DIESEL PRICES

April 24, 1992	Nationwide Prices	Regular Unleaded Gas	Diesel
	Full-Serve	134.13	141.60
	Self-Serve	106.81	117.18

City*	Regular Unleaded Gas Full-Serve	Regular Unleaded Gas Self-Serve	Diesel Full-Serve	Diesel Serve-Serve
Atlanta, GA	142.01	99.77	141.79	109.39
Boston, MA	121.73	106.92	127.76	120.97
Chicago, IL	157.20	115.13	147.65	124.62
Dallas, TX	154.02	105.03	158.35	115.33
Denver, CO	163.36	119.29	148.50	120.04
Detroit, MI	154.45	105.59	133.78	113.55
Houston, TX	151.22	104.43	151.69	117.99
Los Angeles, CA	150.83	115.26	151.15	124.82
Memphis, TN	153.73	106.45	156.10	119.57
Miami, FL	147.87	103.97	152.44	118.54
Minneapolis, MN	152.87	110.82	113.40	113.12
New Orleans, LA	163.80	108.92	146.57	120.11
Omaha, NE	134.46	113.31	132.50	116.59
Philadelphia, PA	136.14	102.27	140.40	117.34
Phoenix, AZ	152.59	110.54	151.15	128.03
Portland, OR	137.80	118.51	127.61	126.63
San Francisco, CA	153.54	115.28	159.36	127.75
Seattle, WA	151.52	111.91	151.51	122.62
St. Louis, MO	137.87	98.73	124.73	104.03
Washington, D.C.	151.40	105.52	151.53	120.99

Source: Lundberg Survey Inc. ©1992. P.O. Box 3996, N. Hollywood 91609. 818-768-5111

** The following cities represent a national sampling of a larger group of cities surveyed twice monthly by Lundberg Survey Inc. All prices include taxes and are rounded up to the closest hundredth of a cent.*